

Message Text

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43

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W

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R 081505Z APR 76

FM AMEMBASSY LA PAZ

TO USDOC WASHDC

INFO SECSTATE WASHDC 298

UNCLAS LA PAZ 2792

E.O. 11652: N/A

TAGS: BEXP, BPOL, BL

SUBJ: TRADE FACILITATION: HILLER AND CIA., LTDA., P.O. BOX
370, SANTA CRUZ, BOLIVIA VS. DISSTON INC., INTERNATIONAL
RT. 29 N., P.O. BOX 3000, DANVILLE, VA. 24541.

REF: (A) LA PAZ 2042, (B) USDOC 3651

1. EMBASSY APPRECIATES ACTION TAKEN REFTEL B. HILLER
RECEIVED RESPONSE FROM DISSTON APRIL 1. FYI: HILLER
IS LOCAL DISSTON REPRESENTATIVE AND SENDS ALL CORRESPONDENCE
IN ENGLISH. HOWEVER, CONTENTS OF DISSTON
LETTER MARKEDLY DIFFERENT FROM EXPLANATION INDICATED
REFTEL B. LETTER, COPY OF WHICH BEING POUCHED, DOES
NOT ADEQUATELY EXPLAIN DISCREPANCIES IN PRODUCT
QUALITY AND OFFERS TO REPLACE ONLY THOS ITEMS RETURNED
TO HILLER BY DISSATISFIED CUSTOMERS. DISSTON LETTER
ALSO QUESTIONS AVAILABILITY OF PRODUCTS THEY DISTRIBUTE
AT LOWER PRICES, WHICH HAS BEEN DOCUMENTED FOR EMBASSY
AS FOLLOWS:

DISSTON PRICE CHANGES ON SAMPLE ITEM (SAW TEETH
3 X 8 - 9/32 NICKEL ALLOY).

(US\$ PER 100 PIECE BOX)

1970 1971-73 1974 1975 1975 (DEC)

\$11.83 \$13.32 \$17.58 \$25.66 \$29.80

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FROM ENGLAND 1975 *49. :-,-\$- 1976
US\$18.80 US\$ 12.83

DOCUMENTATION ALSO BEING POUCHED.

2. BOLIVIAN FIRM WISHES TO CONTINUE CARRYING DISSTON LINES
BUT HAS RELIED ON HIGH QUALITY OF PRODUCTS TO JUSTIFY
PRICE INCREASES. AS SEVERAL CUSTOMERS HAVE RETURNED
PURCHASES, HILLER CONCERNED QUALITY OF ENTIRE SHIPMENT
IS LESS THAN NORMAL. WOULD LIKE TO EXCHANGE IN TOTAL,
AS INDICATED IN REFTEL B.

3. ACTION REQUESTED: REQUEST USDOC REP. CONTACT DISSTON
AND DETERMINE ACTUAL WILLINGNESS TO EXCHANGE FAULTY
SHIPMENT AND/OR PROVIDE EXPLANATION FOR CHANGES IN
PRODUCT QUALITY.

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Message Attributes

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Channel Indicators: n/a
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Concepts: n/a
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Draft Date: 08 APR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Margaret P. Grafeld
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04 MAY 2006

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